

DAY 3 | WEDNESDAY, 30 SEPTEMBER 2020

08h00 (CAT)	REGISTRATION NETWORKING & EXPO
08h50 (CAT)	OPENING ADDRESS - Kfir Rusin , Managing Director, API Events
09h00 (CAT) Keynote Presentation	<p>THE ROAD TO RECOVERY: SECURING LONG-TERM ECONOMIC GROWTH FOR AFRICA: The SSA Region will enter into recession for the first time in over two decades as both international demand and domestic activity shrinks. How can the African economy persevere in a challenging environment and leverage of it's informal economies? Which countries and regions will be able to recover and return to growth quickest? And how long do we expect currency and liquidity issues to persist? Will we finally see a more robust approach to economic diversification?</p> <p>Presented by: Neville Mandimika, Economist and Fixed Income Analyst, Rand Merchant Bank (RMB)</p>
09h20 (CAT) Presentation	<p>AFRICAN REAL ESTATE OUTLOOK WITHIN THE GLOBAL CONTEXT – HOW WILL THE SECTOR EMERGE POST COVID-19? Whilst much of the data regarding Covid-19's impact on the real estate sector is based on more established markets, the emerging markets in sub-Saharan Africa have greater underlying vulnerability and imbalances and will ultimately face different challenges. What global trends do we foresee playing out in Africa and how will the continents' property market emerge post the pandemic?</p> <p>Presented by: Tilda Mwai, Researcher - Africa, Knight Frank, Africa</p>
09h40 (CAT) Panel Discussion	<p>THE NEXT DECADE & THE ACCELERATION OF PRE- COVID-19 STRUCTURAL TRENDS: a look at structural trends, sector diversification, emerging sub sectors and the adoption of innovation and technology in African real estate:</p> <ul style="list-style-type: none"> • Structural trends such as: supply and demand imbalances; the rise of e-commerce and space as a service have all been accelerated by the pandemic –how were businesses planning for these changes and have future strategies shifted? • Sector diversification and emerging sub-sectors - will logistics, healthcare and educational facilities, data centres and affordable housing now be focal points of future African real estate strategies? and are new retail developments still viable? • Greenfield / brownfield developments and distressed assets – how will the decline in new project funding change developer and investor strategies in the short to mid-term? And are there opportunities to pick up land and assets at historically low prices? • Greater adoption of innovation and technology in African real estate – what will the impact of technology be on the sector and how are businesses preparing for it? <p>Moderator: Ian Lawrence, Director, Knight Frank</p> <p>Panelists: Thomas Reilly, Managing Director, Growthpoint Investec African Properties, UK Bronwyn Corbett, Chief Executive Officer, GRIT, Mauritius Niyi Adeleye, Head Real Estate Finance-Africa Regions, Standard Bank Group</p>
10h20 (CAT) Panel Discussion	<p>LIVE AUDIENCE Q&A WITH:</p> <p>Ian Lawrence, Director, Knight Frank Thomas Reilly, Managing Director, Growthpoint Investec African Properties, UK Bronwyn Corbett, Chief Executive Officer, GRIT, Mauritius Niyi Adeleye, Head Real Estate Finance-Africa Regions, Standard Bank Group</p>
10h50 (CAT) Panel Discussion	<p>LOCAL INSTITUTIONAL CAPITAL - A SHIFT TOWARDS STRONGER LOCAL PARTICIPATION IN AFRICA'S REAL ESTATE MARKETS: the need for local institutional capital mobilization is greater than ever- how can sovereign wealth funds, pension funds, insurance funds and other local institutional investors take a more active role in Africa's real estate and housing sectors:</p> <ul style="list-style-type: none"> • How can institutions balance real estate investment and risk management with environmental, social and governance factors (ESG)? • Capital Market Access – is the promulgation of REITs in Africa a prerequisite or can we develop structured financial products better suited to African institutions? • Overcoming general bureaucracy and ineffective policy actions restricting pension and institutional investment into the sector – what needs to be done and by whom? • Developing specialized collective investment schemes – is this the way forward? <p>Moderator: David Luwigi, Property Investment Manager, GenAfrica, Kenya</p> <p>Panelists: Solomon Asamoah, CEO, Ghana Infrastructure Investment Fund (GIIF), Ghana Khayalami Ngono, Senior Analyst - Treasury and Equity, Industrial Development Corporation (IDC), Zambia Kenneth Kaniu, Chief Executive Officer, Britam Asset Managers, Kenya Tola Akinhanmi, Head: Real Estate Finance (West Africa), Stanbic IBTC Capital</p>
11h30 (CAT) Presentation	<p>REAL ESTATE AS A SERVICE – A NEW WAY OF THINKING FOR AFRICA'S REAL ESTATE MARKET: a review and focus on co-working, co-living, shared storage space, dark kitchens and other new 'space as a service' innovations</p> <p>Presented by: Tayo Odunsi, CEO, Northcourt, Nigeria</p>

<p>11h50 (CAT) Presentation & Panel Discussion</p>	<p>INNOVATIVE FINANCING & GREEN STUDENT ACCOMMODATION ACROSS AFRICA: EDGE green building case studies: STAG African, Greenage, Acorn revealed and discussed.</p> <p>Presented and Moderated by: Dennis Quansah, IFC Green Building Lead, Ghana</p> <p>Panelists: Nigel Beck, Executive & Head: Sustainable Finance, Standard Bank Group Wangui Maranga, Head of Investment, Acorn Holdings, Kenya John Schooling, Founder and MD, STAG African Okechukwu Nnaedozie, Director, Greengage</p>	
<p>12h50 - 13h30 (CAT) API AWARDS CEREMONY</p>		
<p>STREAMS</p>	<p>SERVICES & MANAGEMENT FOCUS STAGE 1</p>	<p>SECTOR FOCUS STAGE 2</p>
<p>13h30 (CAT)</p>	<p>THE HEALTHCARE REAL ESTATE INVESTMENT OPPORTUNITY: A KNIGHT FRANK HEALTHCARE IN AFRICA REPORT: Moving from state-owned to privately owned healthcare facilities through Public Private Partnerships, Owner-Operated investments and Joint Ventures</p> <p>Presented by: Dr Gireesh Kumar, Senior Manager, Knight Frank UAE</p> <p>Followed by a panel discussion:</p> <p>Moderator: Shehzad Jamal, Partner - Healthcare & Education Consultancy, Knight Frank, Middle East</p> <p>Panelists: Derrick Nkera, Lead Project Manager, Turner & Townsend, Rwanda Olaf Schimdt, Investment Manager - Manufacturing, Health & Education, Real Estate, Retail & Hotel Investments, IFC Sheila Chepkonga, Lead Consultant, Credence Healthcare, Kenya</p>	<p>RETAIL REALITY: WHERE TO FROM HERE? A look at how the sector will emerge and what is the long term future outlook?</p> <ul style="list-style-type: none"> • Can we expect an end to new Retail developments for the short-term ? and what is the current view for malls in secondary markets- is there still a business case? • Dealing with subsequent changes in consumption patterns across the value chain – impact of e-commerce and social distancing on retail malls in Africa • A shift in focus toward a more entertainment and experiential mix in order to maintain footfall – how will landlords adapt and can this save the sector? • The impact of more brands exiting the market and the remaining brands reassessing their footprint across countries and regions – how will this affect current vacancies and future feasibilities – will there be enough tenants to drive future development? <p>Moderator: Kevin Teeroovengadum, Real Estate Advisor, Mauritius</p> <p>Panelists: Thomas Schultz, Director, Growthpoint Investec African Properties Julien Garcier, Managing Director, Sagaci Research Cheick Sanankoua, Managing Partner, HC Capital Properties Tim Ware, Managing Director, Knight Frank, Zambia</p>
<p>14h20 (CAT)</p>	<p>VALUATIONS IN UNCERTAIN TIMES: valuations in Africa were already complex and challenging – we review how African property valuations were progressing pre Covid-19 and how the pandemic has shifted metrics and thinking.</p> <ul style="list-style-type: none"> • How will regional valuers factor in periods of loss of income, abatements, deferred rents, increased incentives, tenant defaults and extended periods of vacancy? • Will further consideration be given to liquidity premiums and how will price be adjusted for the greater degree of uncertainty in estimating cash flows? • Overcoming the unique challenges faced on the continent in respect to valuations • Global guidelines and local implementation – how is this working on the ground? <p>Moderator: Patrick O’Connell, Board Member, South African Institute of Valuers</p> <p>Panelists: Genevieve Naidoo, Divisional Executive: Property Finance PM & Valuations, Nedbank CIB Roger Long, Director and Head of Valuations Advisory, Broll Property Group Martin Fitchet, Director, Knight Frank</p>	<p>THE FUTURE OF AFRICA’S FLEXIBLE WORKPLACE AND CO-WORKING SUB SECTORS: supply and demand trends, impact of Covid-19 , brownfield versus greenfield developments and more</p> <ul style="list-style-type: none"> • Supply and Demand trends and analysis of the co-working and flexible office sector in Africa • Covid- 19 impact on the sector- which cities, countries have been most resilient and which do you expect to bounce back quickest • Operational and Design elements – what is the optimal mix in terms of design • Brownfield versus greenfield – what works best in Africa? <p>Presented by: Khalil Ketari, COO, Hausmann</p> <p>THE ROLE OF DATA CENTRES IN AN EMERGING MARKETS</p> <p>Presented by: Kabir Chal, Director, Actis, Kenya</p>

<p>15h10 (CAT) Panel Discussion</p>	<p>DEVELOPMENT, CONSTRUCTION & PROJECT MANAGEMENT REVIEWED: A look at project delivery and management in uncertain times:</p> <ul style="list-style-type: none"> • Pending impact on imported materials and supply chains: cost vs quality – how will project owners and teams adapt? • Increased interaction and readiness of professionals (engineers, quantity surveyors, architects) in changing plans and layouts for revised construction plans • Delay in the delivery of projects – impact for project managers, professional teams and developers • Leveraging data and technology to improve delivery – will there be a move to greater adoption in the sector and how? <p>Moderator: Ivan Cornet, Managing Partner, Latitude Five, UK</p> <p>Panelist: Tim White, CEO, Profica Paul Onwuanibe, Chief Executive Officer, Landmark Africa Group, UK John Rogers, Regional Director – East Africa , Turner & Townsend Taslim Ngom, Principal, Sertem Groupe, Senega</p>	<p>STRENGTH WITHIN THE AFRICAN INDUSTRIAL AND LOGISTICS SECTOR: A deep dive into how the sector responded to a spike in demand and supply chain disruptions. Will there be further growth for the sector? - And what impact will technology have on the logistics and warehousing going forward?</p> <p>Powered by Land Afrique</p> <p>Presented by: Paulo Cruz, CEO, Land Afrique, Nigeria</p> <p>Moderator: Somaya Joshua, Head: Commercial Property Finance (Africa Regional Operations), Absa</p> <p>Panelists: Geoffrey White, CEO, Agility Andrew Kilonsi, Director, Boogertman & Partners Architects Paulo Cruz, CEO, Land Afrique, Nigeria Darren Brown, Managing Director, DB Schenker Kenya and East Africa</p>
<p>16h00 (CAT) END OF DAY 3</p>		

DAY 4 | THURSDAY, 01 OCTOBER 2020

<p>08h00 (CAT)</p>	<p>REGISTRATION NETWORKING & EXPO</p>	
<p>09h00 (CAT)</p>	<p>WELCOME REMARKS</p>	
<p>09h10 (CAT) Presentation</p>	<p>GLOBAL CAPITAL MARKET TRENDS AND THEIR IMPLICATIONS ON SUB-SAHARAN AFRICA</p> <p>Presented by: Thomas Mundy (MRICS), Head of International Capital, Sub-Saharan Africa, JLL</p>	
<p>09h30 (CAT) Panel Discussion</p>	<p>BUILDING RESILIENT AFRICAN REAL ESTATE ASSETS AND PORTFOLIOS - FUNDING AND INVESTING IN AFRICAN REAL ESTATE POST-COVID 19: session with Africa's leading investment funds, private equity firms, DFI's and financiers – revisiting expansion , acquisition and disposal strategies, as well as capital structures and liquidity buffers.</p> <ul style="list-style-type: none"> • Currency devaluation and a fall in capital value – how are funds, financiers and asset owners adapting? How will they deal with increasing LTV pressures? • Capital and liquidity buffers – how can we practically start implementing these for future African real estate funds and projects • Capital structures – reviewing current structures and looking at more constrained uses of leverage. • Incorporating formal or informal currency protection mechanisms at asset or portfolio levels- how can these be implemented • With a defensive pricing of credit and debt in the market- how are key real estate players meeting their funding and liquidity needs? • Repricing of real estate products may offer lower future yields– will this create future imbalances in the risk/reward investment analysis? <p>Moderator: Thomas Mundy (MRICS), Head of International Capital, Sub-Saharan Africa, JLL</p> <p>Panelists: Ilaria Benucci, Head of Construction & Real Estate, CDC Group, UK Gerhard Zeelie, Head of Property Finance Africa, Nedbank, South Africa David Lashbrook, Director, Momentum Africa Real Estate Samuel Kariuki, Managing Director, Centum Real Estate, Centum Investment Company, Kenya</p>	
<p>10h10 (CAT)</p>	<p>LIVE AUDIENCE Q&A WITH:</p> <p>Thomas Mundy (MRICS), Head of International Capital, Sub-Saharan Africa, JLL Ilaria Benucci, Head of Construction & Real Estate, CDC Group, UK Gerhard Zeelie, Head of Property Finance Africa, Nedbank, South Africa David Lashbrook, Director, Momentum Africa Real Estate Samuel Kariuki, Managing Director, Centum Real Estate, Centum Investment Company, Kenya</p>	

<p>10h30 (CAT) Panel Discussion</p>	<p>WORKING TOWARD WIN-WIN SOLUTIONS: BALANCING THE DYNAMICS BETWEEN LANDLORDS, PROPERTY MANAGERS AND TENANTS IN THE CURRENT AND POST PANDEMIC ERA</p> <ul style="list-style-type: none"> • Cash Flow vs Tenant Retention - Retention of tenants to avoid long -term vacancies – but at what cost? • Leasing Strategies - Rental relief, rental deferral and interest-free rental periods/loans – what has worked / what hasn't and what is sustainable? • How to incorporate HSE measures and forecasting the cost implications - Increased demand for property and facilities management services – how will the costs be split between landlords and tenants? • Bolstering income through space as a service strategy - flexible lease terms and the repackaging of space – how can landlords drive revenue through providing more services? • The perfect storm - rise in vacancies and subsequent fall in capital values – how are landlords adapting? <p>Moderator: Amos Mazarire, Senior Partner, Knight Frank Zimbabwe</p> <p>Panelists: Femi Akintunde, GMD, Alpha Mead Group Adam Nisbet, Head of Investment, Grit Ruan Zellbren-Adlam, Associate Director - Advisory & Transaction Services, CBRE Excellerate</p>
<p>11h20 (CAT) Presentation</p>	<p>RE-CONCEPTUALIZING AFRICA'S COMMERCIAL OFFICE SECTOR: already experiencing demand and rental pressure and a shift toward shorter and more flexible lease terms- how are occupiers, landlords and investors thinking differently about their office buildings and workplaces? Will Africa's flexible office /coworking sector now take off?</p> <ul style="list-style-type: none"> • With the health and well-being of employees being the initial primary corporate concern – how will occupier demand and space expectations change? • Will remote working become more utilized in Africa and how will this affect office utilization rates and demand? • What does this mean for the flexible office and co-working sub sector? Can it survive with vulnerability of short term leases? Or will it be it's time to thrive? • How will property and facilities management change – specifically in regards to occupational safety and hygiene? • Can we expect landlords to start implementing new health-related specifications in their properties such as thermal imaging cameras, automatic elevators and digital building control systems? <p>Presented by: Dr Marco Macagnano, Smart Real Estate Leader, Deloitte Consulting</p>
<p>11h40 (CAT) Fireside Chat</p>	<p>URBAN DESIGN FOR MASTER PLANNING AND MIXED-USE DEVELOPMENTS IN AFRICA: Base-case study examples from Ghana, Kenya, Ivory Coast, South Sudan and others.</p> <p>Powered by Boogertman & Partners Architects</p> <p>Presented by: Francois Bredenkamp, Director, Boogertman & Partners Architects</p>
<p>12h00 (CAT) Panel Discussion</p>	<p>NEW CITY AND MASTER PLAN DEVELOPMENTS IN AFRICA - THE NEW NORM?</p> <p>Powered by Boogertman & Partners Architects</p> <p>Moderator: Simon Ardonceau (MRICS), Head of Strategic Consulting, JLL</p> <p>Panelists: Bright Owusu-Amofah, CEO, Appolonia City Frank Amu Okosun, Senior Partner, Knight Frank, Nigeria Francois Bredenkamp, Director, Boogertman & Partners Architects</p>
<p>12h40 - 13h00 (CAT)</p>	<p>NETWORKING BREAK</p>
<p>13h00 (CAT) Panel Discussion</p>	<p>PLOTTING THE COMEBACK: HOSPITALITY AND HOTEL INVESTMENT AND DEVELOPMENT IN UNCERTAIN TIMES: with no clear indication on how or when the sector will recover; we take a look at how current investors, developers and operators are planning for the future.</p> <ul style="list-style-type: none"> • Medium to long term strategies to see the industry regain demand, occupancy, ADR and RevPAR pre-Covid-19 levels • Conversion of independent (unbranded) hotels to branded hotels – is the way forward for the industry? • Will more brands turn to long-term stays and serviced apartments? • Rebuilding the hotel investor appetite – is there an opportunity for development in the post-Covid environment? <p>Presented and Moderated by: Wayne Troughton, CEO, HTI Consulting</p> <p>Panelists: Andrew McLachlan, Managing Director Development, Hilton Ramsay Rankoussi, Vice President: Development, Africa & Turkey, Radisson Hotel Group</p>

<p>13h50 (CAT) Panel Discussion</p>	<p>THE NEXT PHASE OF DFI INTO AFRICAN REAL ESTATE: A look at the recovery of investment flows to the continent in the medium to long term- which sectors will DFIs and global investors be focused on and how have investment mandates and expectations shifted?</p> <p>Moderator: James MacLean, Director- Real Estate, Fusion Capital, Kenya</p> <p>Panelists: Gozie Chigbue CFA, Director - Africa Funds Funds and Capital Partnerships, CDC Group Dr. Hendrik Müller-Lankow, LL. M. (UCL), Director, MLC Properties Lucy Livesley, Director of Market Transformation, Reall Ken Osei, Principal Investment Officer, IFC</p>
<p>14h40 (CAT) Presentation</p>	<p>A PIONEER IN INDIAN HOUSING FINANCE - HOUSING DEVELOPMENT FINANCE CORPORATION (HDFC): An international case study on the successful financing of affordable housing developments in India. A look at how India is moving towards governments vision of 'Housing for all by 2022'. Government of India's initiatives and interventions; and affordable housing as a vehicle to spur demand. Can Africa follow suit?</p> <p>Presented by: Shalabh Sharma, Deputy General Manager, HDFC, India</p>
<p>15h00 (CAT) Panel Discussion</p>	<p>THE BIG OPPORTUNITY – MID TO LOW END HOUSING IN AFRICA – HOW TO CREATE PRIVATE SECTOR ACCESS AND DELIVER ON MASS SCALE HOUSING PROJECTS: Housing options and innovation. How do we build and invest in what people need, want and can afford? And will investors and developers finally make affordable housing a priority?</p> <p>Presented by Moderated: Kecia Rust, Executive Director, Centre for Affordable Housing Finance in Africa (CAHF)</p> <p>Panelists: Paulo Cruz, CEO, Land Afrique Michael McNulty, Director, Office of Development Credit, U.S. Development Finance Corporation (DFC) Rob Wesselo, Managing Director, International Housing Solutions (IHS) Investments Patrick Domingos Tembwa, Director - Investment & Operations, Reall</p>
<p>15h40 (CAT)</p>	<p>LIVE AUDIENCE Q&A WITH:</p> <p>Kecia Rust, Executive Director, Centre for Affordable Housing Finance in Africa (CAHF) Shalabh Sharma, Deputy General Manager, HDFC, India Paulo Cruz, CEO, Land Afrique Michael McNulty, Director, Office of Development Credit, U.S. Development Finance Corporation (DFC) Rob Wesselo, Managing Director, International Housing Solutions (IHS) Investments Patrick Domingos Tembwa, Director - Investment & Operations, Reall</p>
<p>16h00 (CAT)</p>	<p>END OF DAY 4</p>

DAY 5 | FRIDAY, 02 OCTOBER 2020

09h00 - 11h00 (CAT)	<p>ONLINE TRAINING WORKSHOP API SHORT COURSE: VALUATION IN UNCERTAIN TIMES</p> <p>Facilitator: Prof. Dr. Kola Akinsomi, Chief Economist, RQ ANALYTICS</p>
11h00 - 12h00 (CAT)	<p>ONLINE TRAINING WORKSHOP BAYFIELD: REAL ESTATE FINANCIAL MODELLING SEMINARS- INVESTMENT AND DEVELOPMENT</p>
12h00 - 14h00 (CAT)	<p>CONNECT SERIES PROPTech PRESENTATIONS</p>
	<p>THE EXPONENTIAL IMPACT AND GROWTH OF VENTURE CAPITAL IN AFRICA</p> <p>Presented by: Zach George, Principal Alternative Equity Investment, Nedbank CIB</p>
	<p>WHY CRETECH PROJECTS FAIL, AND HOW TO PREVENT THIS</p> <p>Presented by: Will Harris, CEO, Gmaven</p>
	<p>PANDEMIC CREATES LEAPFROG OPPORTUNITIES FOR AFRICAN PROPTech PLAYERS</p> <p>Presented by: Gil Sperling, CEO, Flow</p>
	<p>CREATING INTELLIGENT WORK SPACES THAT DRIVE EMPLOYEE WELL BEING</p> <p>Presented by: Tertia Barrett, Founder and Managing Director, Cataly5t</p>
	<p>BIM AND ITS IMPACT ON THE PROPERTY BUSINESS</p> <p>Presented by: Leon Van Rensburg, Director, BIM4SMME</p>
14h00 (CAT)	<p>END OF DAY 4</p>